**Team Leads**

***Do you have what it takes?*** A picture containing drawing

Description automatically generated

**Team Lead attributes to success:**

* Reputation amongst your peers/future RA’s (to attract them to you)
  + Knowledge, skills
  + Trustworthy, honesty, integrity, ethics
  + Seen as hard worker
  + Character
  + They are looking at you the same way a prospective client does!
* Willingness to spend $’s on Team Building – it’s expensive!
  + Team dinners
  + Outings, even overnight conferences
  + Gifts
  + Advertising
* Place RA’s clients above your own! Know who your A+ Clients are!
  + Never too busy . . . !
  + Respond immediately to their referrals and needs
* 25% Referral Fee no matter how small the deal, how little profit for you
* Excellent systems and structure to handle the volume
  + Don’t take more than you can handle well!
  + Agents to handle transactions overflow and when you’re not there
* No egos – you’re trying to make the RA look like they’re #1, not yourself!

***It’s not for everyone – actually, only for a select few!***